ASBESTOS

Vol. 6 FEBRUARY 1925 No. 8

FURNISHING A COMMON VANTAGE GROUND WHERE THOSE INTERESTED IN ASBESTOS AND MAGNESIA MAY MEET FOR DISCUSSION

OUR AIM:

To be of Service to the Asbestos Industry.

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... ASBESTOS ...

A MONTHLY MARKET JOURNAL

DEVOTED TO THE INTERESTS OF THE ASBESTOS AND MAGNESIA INDUSTRIES

A. S. ROSSITER - - - EDITOR

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Miss Beatrice Cheetham, One of the Most Successful Business Women in All England

(See Page 14)

Greene, Tweed Company

By Ruth Brindze

Universal Trade Press Syndicate

Back in 1863 when the Unionists and the Confederates were fighting for victory at Gettysburg, and the men and women who stayed at home were struggling to "back up their boys" and to make supplies for them, the firm of Greene, Tweed Company was established in New York City as a general supply house, and with a specialty in the manufacturing of rubber boots.

It took a good deal of courage to establish a business in those days when everything was falling in price and when a panic on the money market was not a rare occurrence. But J. Acton Greene and H. A. Tweed did not have much time to worry about panics. They had a new business to build up and they worked night and day to make it a success. For a few months it was pretty hard work; people were wary of buying unless they absolutely had to have the articles. But, gradually, the business got a solid footing, and it began to grow steadily. And like the old nursery rhyme, "It grew, and it grew" and it has been growing ever since.

Originally the Greene, Tweed Company specialized in the making of rubber boots and many Union soldiers were protected from the mud and water of the battlefields by them. But soon other supplies were manufactured until today the company has a list of approximately one hundred specialties, including everything from garden sprinklers to tanned buffalo skins, and asbestos packing.

The Greene, Tweed Company is very proud of its asbestos packing—palmetto. It does perhaps its largest business in this packing. All over the world there are agencies where it is sold, and in London and Paris the company has offices. H. S. Demarest is in charge of the asbestos packing department. The largest sale of the palmetto packing is in the British Empire and as Mr. Demarest says: "The sun never sets on the British Empire nor on the sale of palmetto," which may sound like a very wide statement, but the order blanks prove the fact. This packing, which is sold all over the world, is made of Canadian asbestos and is self lubricating. It is designed especially to meet

Miss Beatrice Cheetham, One of the Most Successful Business Women in All England (See Page 14)

Carey

ASBESTOS AND ASPHALT PRODUCTS

85% MAGNESIA

ASBESTOS FIBRE
Eight Standard Grades

MAGNESIA
Carbonate of Magnesia Powder
Pure Carbonate of Magnesia Blocks
Light Calcined Magnesia
Heavy Calcined Magnesia
In Technical and U. S. P. Grades

ASBESTOS AND MAGNESIA
PIPE AND BOILER COVERINGS
A correct heat insulation for each condition

ASBESTOS ROOFINGS
ASBESTOS PAPER AND MILLBOARD
INSULATING AND HIGH TEMPERATURE CEMENTS
BOILER SETTING CEMENT
ASBESTOS ROPE AND WICK PACKING
ASBESTOS GASKETS

PREPARED ASPHALT ROLL ROOFINGS
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WATERPROOFING
Asphalt and Tarred Felts
Waterproof Insulating Paper
Roof Paints
Asbestos Roof Cements
Asphalt Pitch

THE PHILIP CAREY COMPANY
Lockland, Cincinnati, Ohio

the conditions of superheated steam, air and ammonia.

When the firm was established neither Mr. Greene nor Mr. Tweed suspected that they had founded an international organization, but both of them lived to see it firmly established. Altho J. Acton Greene died only a few years ago he had not been actively connected with the firm for quite some time. Mr. Tweed died many years ago. J. William Greene, the son of one of the founders, was connected with the company over a long period of years but he is now retired.

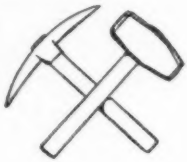
Willard H. Platt, who was associated with both J. A. Greene and H. A. Tweed before their death, is carrying on the business. Mr. Platt has been in the firm for 35 years and, true to tradition, when Mr. Platt's sons were ready to enter business they decided to follow in their father's footsteps. Willard R. Platt is vice president and secretary of the firm and he is in charge of the lubricating department while his brother, Harold B. Platt, who is also a vice president, has charge of the Newark factory.

Willard H. Platt learned the business from the ground up. That is the way he believes in doing things. He was born at Niagara-on-the-Sea, where he attended the public schools. When he was still in his teens he moved to New York and entered business. Then in the latter part of the eighties, Mr. Greene, with whom he had become acquainted, invited him to become a partner in the company. But Mr. Platt was not satisfied with a superficial knowledge of the business so in spite of the fact that he was a partner, he began at the very beginning, and learned every detail. He has taught his sons in the same way.

Both of them have charge of departments. The entire business is divided into departments and every department head has to be an expert in his line. The departments are kept entirely distinct, and the head of each department manages all his own business. There is no overlapping of authority, even in such things as advertising. If two products are to be advertised in the same magazine they are put into two advertisements. The company does not believe it good policy to mix up the business of handling their specialties.

The company has two factories, one at Newark and one in New York City. Its main offices are at 109 Duane

ARIZONA



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American, Canadian, African Asbestos--Crude, Fibre

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Also other grades of Arizona Asbestos
for prompt shipment from warehouse
in New York City

Arizona Asbestos is entirely free from Iron

European Head Office

Merckhof

HAMBURG

Germany

IMPORT

EXPORT

street, New York. There is quite a difference between the force of 150 people which the company now employs and the small firm of Greene, Tweed Company which was established during the Civil War, sixty-one years ago.

But just as the name of the firm has not been changed during all these years, the policy has not been changed either—to keep on growing all the time.

Asbestos in the State of Washington

Washington has never been regarded as an asbestos-producing state, therefore it is of interest to note some recent data on occurrences in that locality.

The most important asbestos development in Washington is near Pateros in Okanogan county, where the Asbestomine Company has mined a short fibre amphibole. The fibre is ground with diatomaceous earth to form a paint base. The company has factories at Wenatchee and Seattle. Some development work has also been conducted in a deposit near Leavenworth in Chelan county.

Undeveloped deposits of asbestos are reported near Hamilton and Lyman, also near the Skagit River in the foothills of the Cascade Mountains, all in Skagit county; as well as eight miles east of Chewelah in Stevans county.

No information is now available as to the type or quality of the asbestos found in the undeveloped deposits.

The General Electric Company, the Westinghouse Electric and Manufacturing Company and the Westinghouse Lamp Company, are charged with violating the Sherman Anti-Trust Act, by engaging in a combination and conspiracy thru an elaborate system of contracts whereby they are said to have controlled virtually 90 per cent. of the country's output and sale of electric light bulbs and lamps, in restraint of trade and free competition.

It is always a question in our mind whether a control such as the one described is not a benefit to the public rather than otherwise, especially when other countries rather encourage combinations of this sort.

The Story of Zonolite

In Northwestern Montana, just a few miles from the town of Libby, situated in the valley of the Kootenai, one of the major tributaries of the Columbia River, lies a remarkable deposit of, until recently a practically unknown mineral.

The deposit occupies almost the entire rounded top of a moderately high mountain.

While the deposit itself had long been known, it was supposed to be either phlogopite or biotite mica; even the U. S. Geological Survey in making a mineral survey of the district some years before, had classified it as phlogopite mica and mentioned it as being "especially abundant." It did not appear to have any value or use.

Some two or three years ago a man of an inquiring turn of mind, who had spent many years developing mining projects, was attracted to this immense deposit of apparently valueless material. It seemed to him that it should have some use. He tried it out in various ways with no results. Then it occurred to him to try it with fire. The result was astonishing; the dark, heavy material began to swell and turn a beautiful golden color. the process continued until it had become about fifteen times its former size—a light, flaky material composed of thousands of tiny golden leaves, each one separated from its fellows by a tiny air space—in short a perfect insulation material made in Nature's own way.

Further tests determined that after the expansion process was completed, heat had no further effect upon it up to a high temperature; that it was, in fact, fireproof up to 2500 degrees F., a temperature high enough to melt most metals, including iron.

Analysis of the material determined it to be composed mostly of silica, magnesium and aluminum oxides, some potash, etc., all in the form of a silicate and almost unaffected by acids.

Such a material would seem to have possibilities of vast use in the world of manufacture, yet he who seeks to market a new and heretofore unused material, no matter what its merits, has something of a job on his hands.

Three years of experimental work showed that Zono-

lite, as the new mineral was named, could be satisfactorily used an an insulating material, as a decorative material for plastered walls, as a fireproofing substance for admixture with wood pulp, hemp fibre or other inflammable substances.

As a heat insulator tests have shown that, with one exception nothing now on the market excels it; and in that exception the difference is slight, whereas the cheapness and easy working qualities of Zonolite make it possible to use a little more of it and thus secure equal or greater efficiency at a lower cost.

As a decorative material, when finely ground and mixed with water it is applied to plastered walls like kalsomine, giving a beautiful golden color, and when tinted making a beautiful soft gloss very much more effective than ordinary flat wall finishes.

As a fireproofer, or fire retarder, it has been found that the addition of 20 to 25% of finely ground zonolite to paper pulp, wood fibre or other inflammable materials renders the whole mass non-burning when pressed into board or other forms, and at the same time adds greatly to the insulating value of the product.

Experimental work is still going on, looking for other uses for this remarkable product.

Having demonstrated by actual tests the possibilities of the use of zonolite along the lines mentioned, the next step was the marketing of it.

The owners of the property have decided that, having a very large deposit of a raw material which was apparently useful in many ways, they would stay out of the manufacturing field and confine themselves strictly to the mining and processing of zonolite for sale to manufacturers located nearer the large population centers, who were in the business of making these various lines.

The first step, of course, was the opening up of the deposit and the building of a good road to it that could be negotiated by trucks. This work has been done and development has shown up such a vast deposit of zonolite, practically pure, that competent engineers have estimated a tonnage running into the hundreds of thousands of tons, already developed.

Next came the question of freight rates. It would

seem that practically everything in the world that is movable, had at one time or another been shipped on the railroads and would therefore have a freight rate, but here was a new one—unclassified, unhauled, and without a rate.

It was recognized that the long haul, with the very light weight of zonolite might mean a rate that would make it impossible to compete with other insulation materials located nearer to the large manufacturing centers, yet here was a vast deposit, lying near the line of a transcontinental railway that had not provided a dollar in freight to the railway since the line was built—a potential tonnage producer that was lying idle, and very possibly might continue to lie idle indefinitely unless the rates were right.

Many months were consumed by the railway in investigating the uses that might, could or would be made of zonolite, and in learning what other materials it would compete with. Finally, after long waiting on the part of the Zonolite Company a rate was granted that would, in connection with volume shipments, permit its delivery to the Atlantic seaboard, or points between at a low price.

From the nature of zonolite it could be much more easily and cheaply shipped in the raw state, as mined, than after it had been heat treated and rendered light and fluffy, but no manufacturer could use it in its raw state. A heat treating plant therefore was necessary and was designed and built. Naturally, cheap fuel was essential, and was found at hand in the refuse of a large saw mill located at Libby, which cuts and ships many carloads of Western pine daily to the Eastern market. The heat treating plant was therefore built near the sawmill and so designed as to burn shavings, sawdust and other waste from the mill. These economies enable zonolite to be delivered to most parts of the United States at a cost of about two cents per pound, and a pound of zonolite is a considerable quantity. A ton of it, as it comes from the furnace, is nearly 150 bushels.

So there is now going forth from this heretofore useless and unknown deposit in Northwestern Montana a product that is destined to save millions of dollars in heat losses, beautify countless homes and reduce the fire hazard of many widely used products.

The company producing zonolite is ready and willing

HIGH GRADE ASBESTOS TEXTILES

Carded Fibres
Yarns, Cord, Mantle Yarns
Plain and Metallic Cloths
Braided and Woven Tapes
Braided Tubings
Woven Sheet Packings
Woven Brake Linings
Gloves, Mittens, Leggins
Gaskets, Seamless and Jointed
Packings, Stem and High Pressure
Wick and Rope

Asbestos Fibre Spinning Company

North Wales, Penna.

to give manufacturers contemplating its use, the benefit of all knowledge they have acquired concerning the treatment of zonolite to produce desired results.

Information for this article has been furnished by the Zonolite Company of Spokane, Washington, with mine and plant at Libby, Montana. They will be glad to supply further data and samples to anyone interested. Samples of the material may be examined in the office of "ASBESTOS."

Asbestos Found by Swiss Family Robinson

One of our correspondents has come across mention of asbestos in that fascinating tale "Swiss Family Robinson," but evidently the author of the book was not very familiar with the mineral, and let imagination serve instead of knowledge. The paragraph reads:

"While examining the rock at the back of the bear's cave, I discovered a number of long asbestos threads which I knew when melted would form tale. This I could make valuable to us for window panes, being much plainer and more transparent than the fish glue which I had used for the windows of our rock house. (Page 419 Warne's Edition). I also brought in the mica or pipe clay, and asbestos. With the former I hoped to make china vessels, and window panes, and of the latter wicks for our lamp. (page 437.) My great success in so many trades produced a strong wish to attempt the manufacture of porcelain. The store of pipe clay required cleansing and washing, the asbestos had to be beaten down into tale and then mixed with water into a soft mass. The unbeaten talc I gave to my wife for oil wicks. (Page 443.)."

Our frontis-piece this month shows Miss Beatrice Cheetham in her office at Stratford, England. Five years ago Miss Cheetham came to London from Manchester as sole agent for a Canadian asbestos supply company. Now she is head of her own company with a factory at Stratford. Miss Cheetham says she never lost a contract because she was a woman, nor did she ever receive one for that reason either.

WANTED

A Thoroughly Experienced

Pipe Covering Contract Salesman

For NEW YORK CITY

One who can measure from either iron or prints—and figures his own work.

New York City experience NOT necessary if equipped with above qualifications and proper selling personality.

TO SUCH A MAN WE CAN OFFER A WONDERFUL OPPORTUNITY ON SALARY AND PROFIT SHARING BASIS.

The Advertiser is a house with established reputation in New York City.

If interested, give a complete resume of your experience, qualifications, etc.

All answers will be treated as strictly confidential.

Address

OPPORTUNITY, Care "Asbestos

ASBESTOS

We prepare

ASBESTOS

Canadian Crude
White Rhodesian
Yellow or Blue
South African

For Your Particular Requirements

ASBESTOS LIMITED
8 West 40th Street : New York City
Works: MILLINGTON, N. J.

Does A Cut Price Increase Sales? [1]

Before you reduce a selling price to stimulate business, figure how much increase you must gain to make up the same profit in dollars. On a 25% margin:

5% cut calls for 18 2-3% more volume
10% cut calls for 50% more volume
15% cut calls for 75% more volume.

With a cost of $75.00, and selling price of $100, a ten per cent cut gives you $90.00 sales—$15 profit. You must increase your sales two-thirds to get back the other $10 profit. Or half, if you figure it from the original $100 basis.

You'll have to sell $118.75 to make up even a five per cent cut. Does that look so easy?

Suppose that same five per cent were put into advertising the product. It should, if wisely spent, produce the additional sales as certainly as the cut price. And the effect would carry on. For advertising influences the thinking of customers, and possible customers.

Advertising builds up a mental habit of recognizing a name—it could be your name—in connection with a product. People become familiar with a name. And familiarity does not breed contempt. It breeds confidence.

The proof? This—of two untried products in a drug store you will buy Colgate's rather than Jones'. Not because you know anything about the product (remember we said untried), but because you do know the name.

But fancy Colgate taking a cent a can off their talcum powder, instead of spending, as they did in 1923, with one exception the largest amount of any magazine advertiser in the country.

How much, without advertising, would the Colgate name mean to you? How much would it mean to the druggist? Or, for that matter, to Colgate?

The stimulus of a cut price to sales is at best temporary. It is by no means certain. And it surely reduces profit.

[1] Reprinted from the Service Digest.

EDITORIALS

The Warm Air Heating Research Residence.

Perhaps one of the most spectacular things ever done by a trade association in the interest of research work, is the building by the National Warm Air Heating & Ventilating Association, of the Warm Air Heating Research Residence.

The building, which is located at Urbana, Ill., is not merely four walls and a roof, but truly deserves the title of residence, for it is built in dignified colonial style, with a sun parlor at one end, and a large chimney at the other, the latter leading one to suspect an open fire place inside. White ruffled curtains are at the windows, which would seem to indicate that no detail of the furnishings of the modern American home has been overlooked in this research residence.

The residence, according to the report of the Urbana meeting of the National Warm Air Heating and Ventilating Association, "was built for the purpose of carrying forward still farther, scientific inquiry into the proper heating and ventilation of the American home."

Quoting further, the report says: "Dedicated to education in the heating and ventilation of homes, this building hårbors one of the most elaborate arrangements of thermal testing equipment ever assembled in a residence laboratory. The work, heretofore carried on in the University laboratories, can now be carried on under conditions which will compare favorably with those prevailing in the typical American home. The results of investigations made in this manner, when broadcast to the world, will be plain cold facts, telling the home owner what he has a right to expect from his warm air heating plant. These facts will have their effect in cementing his confidence in favor of this ideal system of heating."

The research work to be conducted in this residence will help the furnace dealer by giving him facts with which to back up his selling points.

The Indirect Method of Increasing Sales.

The Standard Oil Company makes and sells a line of oil stoves, oil heaters, and other oil appliances. They spend a tremendous lot of time, money and energy on the sale of what some might suppose to be a side line. But, by the selling of oil appliances, they create a constant demand for one of their staple products—oil.

The Transo Envelope Company, which manufactures an envelope with transparent window, does not think of stopping with the sale of envelopes, but offers its services in drawing up for the customer plans of his letterheads, billheads, statement forms, etc., which will fit the window envelope. Very often the forms drawn by the Transo Company present a much better appearance than the old ones. The Transo Envelope Company creates a demand for envelopes by taking over the printing of the various forms which are enclosed in the envelope.

Another field where the indirect selling idea is followed, and here quite lavishly, is that of radio. Think of the thousands of dollars spent by the broadcasting stations in order to give the public good programs. The better the programs, the more demand for radios and radio parts. Or, to state the rule backwards, if no one broadcasted anything of particular interest or appeal to the public, very few people would have any desire for radio apparatus.

Innumerable instances of the indirect method of selling could be cited. The idea is to create demand—when demand is created it is no hard matter to sell.

Wider Contacts.

Some executives regard their friendships with other men as their most precious asset.

Many will go quite a distance out of their way to meet, talk to and know, other men—not only men in their own line of endeavor, but in every other line.

Big executives often have a line of contact by friendship that reaches from coast to coast, and they are constantly making and seizing opportunities to know other men.

The acquaintanceship may and does include men who may probably have no influence of any kind whatever on the executive's life or business, but on the other hand it is

often those who would appear to be of least interest, who count for more later on.

A story is going the rounds of the automobile trade which concerns the salesman of a certain high priced car. An old man, of slightly shabby appearance, stopped in at the Philadelphia Show to look over the car mentioned. The salesman, believing the man's only motive to be curiosity, was abrupt in his manner, plainly bored by his customer and not very gracious in showing the man the good points of the car. Finally the old man departed, but imagine the salesman's chagrin when he learned a day or so later that his customer had bought, and actually paid cash for, the next highest priced car in the show.

The executive never knows when Jim Jones, whom he greets casually with a "Hello Jim" may in some manner put him next to a big order, or know something which will benefit him in one way and another, but by cultivating and keeping his contacts with men in all lines, he is surely promoting his own interests, and very probably at the same time enjoying the friendship of these many business acquaintances.

Theatre Curtains.

The Bureau of Standards of the U. S. Department of Commerce has issued Letter Circular No. 137, dated December 13, 1924, concerning "The Safety of Theatre Proscenium Curtains."

The circular discusses in detail the findings of the Bureau when testing the various kinds of theatre curtains, gives a tabulation of the results of the tests, and also recommends specifications for theatre curtains.

The results of the tests are being prepared by the Bureau for publication as a Technologic Paper. In the meantime, those of our readers who are interested in the manufacture or sale of theatre curtains should by all means write the Bureau of Standards for a copy of the circular letter mentioned.

Hard Luck is a polite name for sleeping sickness.

"CAPE" BLUE ASBESTOS

POSSESSES
DURABLE & NON-CONDUCTING QUALITIES
unequalled by any other asbestos, besides which it has:

(1). Greater tensile strength
(2) Greater specific volume
(3) Greater resiliency

SPECIALTIES:—

ALL CHEMICALLY PURE i. e. 100% ASBESTOS

"Pluto" Blue Asbestos **Mattresses** for Locomotive and Marine Boilers, etc.

Blue **Cloth** for Acid Filtration

"Bluejacket" **Sectional Covering** for pipes
(100% Asbestos)

THE RAW MATERIAL IS GRADED AS FOLLOWS:

"S" Crude from ¼ in. to ½ in. in length of fibre
"A" Crude from ½ in. to ¾ in. in length of fibre
"B" Crude from ¾ in. upwards in length of fibre

The Cape Asbestos Co Limited
Guildhall Annexe · 23 King Street · London E.C
Factory, Barking, Essex

Telegrams:— "Incorrupt," London. Telephone City 6937

Sole Representatives for the sale of blue manufactured goods in America. — **The United States Asbestos Co. Manheim, Penna.**

MARKET CONDITIONS

Generally, business conditions are fair, with every prospect of being very good indeed within the next few months.

Commenting on conditions in the steel market, one news writer suggests that while conditions are not turning out as good as expected, the fault seems to lie with the expectations rather than with the present conditions. This is probably true to some extent in all lines.

And then, there is the weather to blame. Not for years has the United States experienced as hard a winter as this one. Snow and sleet and ice have combined to hold up sales as well as shipments. The automotive and building lines are particularly affected, but just as soon as spring breaks, and everyone is hoping for an early spring, things are going to hum.

Price trend is upward in all lines. One of the large rubber companies withdrew all quotations a few days ago, indicating that prices will soon be revised upward. The same indication exists in many raw material markets. It is true of asbestos.

Raw Material.

Whether general conditions, the severe winter weather, the proposed merger, or just common horse sense among producers of asbestos, is responsible, prices are definitely on the upward move. This fact, together with the merger, combine to make the outlook in the asbestos raw material market almost cheerful. It really looks as tho the asbestos industry was coming out of the woods at last.

Asbestos Textiles.

Still somewhat slow, but many manufacturers are quite optimistic. Price is still a thing to worry about, but with the upward movement in raw material it is quite reasonable to expect that asbestos textiles will improve in price also, at least to an extent that will allow the manufacturer a living margin.

Asbestos Brake Lining.

Demand is good, and with the opening of spring the replacement business should quicken. Back of the brake

AMERICAN ASBESTOS COMPANY

Manufacturers of
Asbestos Textiles

NORRISTOWN, PA., U. S. A.

Headquarters for Yarns, Cloth, Tapes, Fibres, Brake Linings and Textiles Generally

WRITE FOR PRESENT PRICES

lining sales organizations is the Association of Brake Lining Manufacturers which stands for publicity and is responsible for a great part of the demand.

Insulation.

Insulation business shows good demand, contractors reporting prospects for the spring months to be good.

Asbestos Paper.

Generally follows the insulation market. Undoubtedly when higher prices obtain in the raw material market (and the upward trend is more marked on paper stock and lower grades than on the long fibres) asbestos paper will show an upward movement. We believe prospects to be good.

Shingles.

Shingle business will, of course, increase with leaps and bounds as soon as spring opens, which should be within the next four to six weeks. It looks as tho even more foreign material were coming into the United States during 1925 than last year.

We quote from letter received from our English correspondent, believing the paragraph to be of interest. He says:

"There has been a further substantial cut in prices of white asbestos goods, the price of white yarn being reduced to 9d. per lb. and plaited yarn packing to 11d. This cut has been made, ostensibly, to meet foreign competition, and has reached such a level as to reduce profits to an absolute minimum. This cut comes at a time when the industry generally shows some signs of revival, and seems to us to be very unfortunate from every point of view. Until some protection is afforded to the manufacturer in this country, we presume this senseless competition will continue.

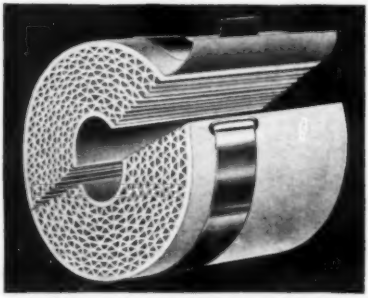
The National Association of Finance Companies has recently been formed, with temporary headquarters at 2447 S. Michigan avenue, Chicoga. The charter membership is 200 with 600 as the objective, which will include the leading finance companies of the United States and Canada. C. C. Hanch, vice president of the National Automobile Chamber of Commerce, has been appointed General Manager of the association.

MULTICELL

Asbestos Pipe Covering

THE STANDARD
FOR
MEDIUM AND HIGH PRESSURE
LINES

High Efficiency and Low First Cost



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CONTRACTORS AND DISTRIBUTORS PAGE

THE CONTRACT FORM

In asking for subjects to be discussed on this page, we have received from one of our readers, the suggestion that a standardized contract form for all insulation contractors would be advantageous.

Upon getting in touch with some of the insulation contractors in Philadelphia, we find that practically none of them use a contract form of any kind whatever.

When an insulation contract is taken, the insulation contractor submits an estimate covering the material, labor, etc. This estimate notes any specific conditions which may be peculiar to the job covered by the estimate, and when the estimate is accepted by the consumer or the general contractor, the order accepting the estimate, serves in lieu of the contract form.

We went farther and asked some of the insulation contractors whether they thought a contract form desirable. Some felt that it would be; others decidedly not.

The latter took the position that the estimate form served since there were seldom any special conditions to be noted, and when there were, they could be included in the estimate form, or, if thought best, in a letter accompanying the estimate, and therefore, so they claimed, the contract form was merely a duplication.

The other side, viz: those who believe a contract form necessary, or at least desirable, argues that from the standpoint of standardization alone, a uniform contract form is desirable. If such a contract form were introduced by the insulation contractors all over the country, the general contractor, consumer or whoever might have the power to pass on the contract, would soon become accustomed to the standardized form, and would realize that, since the form was in general use, the conditions imposed on them were in accord with the general practice thruout the country.

Again it is believed that such a contract form would be valuable in protecting both the contractor and the owner in a fair and equitable manner. Certain conditions might be omitted from the estimate, either due to oversight, or a feeling that those conditions were mutually understood. It is probable that they would be understood nine times out of ten, but perhaps the tenth time might be a case where a contract form incorporating those certain conditions would be most desirable.

In Philadelphia, there is existent a standard form of contract for use between the sub-contractor and the contractor (not insulation) and this standard form is supplied to the various sub-

contractors thru the Philadelphia Builders Exchange. We have obtained a copy of this form, and if at all possible will print it in the March issue of "ASBESTOS."

In the meantime, if any of the insulation contractors thruout the country regularly use a contract form, will you please send us a copy and give us permission to publish the form in "ASBESTOS."

It is reported that in Oklahoma City, Oklahoma, where the wage scale for pipe coverers is $8.00 a day, some work is being done at $6.00. Business in this city is said to be rather slow with lower wages in prospect.

Building Statistics

No one expects building contracts to improve during the winter months, but it is quite gratifying to find that the December contracts fell off very slightly from those of November. During December contracts were awarded for 10,419 projects (12,319 buildings) with a floor space of 53,625,300 sq. ft. and a value of $327,985,900, while the November figures were 11,194 projects (13,200 buildings), 55,258,300 square feet of new floor space and a value of $379.659,600. December contracts for educational buildings, hospitals and institutions and social and recreational buildings actually increased in value over November. The Architectural Forum, which annually predicts the status of building activity for the year, declares that 1925 will be another five billion dollar building year, their exact figure, taken from their survey being $4,992,318,000. At the beginning of 1924, the Architectural Forum predicted an expenditure during 1924 of $5,560,367,700 and actual figures show that the prediction was correct within three per cent.

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For Information Address
J. R. GRUNDY, Agent, Franklin, Pa.

Asbestos Paper Activities

This page devoted each month to a discussion of paper activities by the Secretary of the Asbestos Paper Manufacturers Association

PROGRESS OF THE BETTER BUILDING REGISTRY

Some little mention of the Better Building Registry has been made in these pages previously. The movement has been progressing quite satisfactorily, and now, that manufacturers of building material and equipment may have the opportunity to launch Better Building Registry with a backing of authority, Director George K. Burgess, United States Bureau of Standards at Washington, has approved the request for a conference at the Bureau of Standards during the next few weeks, date to be announced by the organization committee. A date will be chosen when it is likely that Secretary Hoover, of the Department of Commerce, can address the conference on the imperative need of such a service organization as the Registry, to set better standards in building practice, and particularly encourage the use of proper pipe covering, not only in new buildings but in old buildings now standing thruout the country.

Application for the privilege of this conference under government auspices was made by the organization committee of the Better Building Registry. The committee includes in its membership Adolph Pfund, secretary National Retail Lumber Dealers' Association; Wallace R. Harris, president, Concrete Products Association; Harold Almert, president, American Association of Engineers; Byron K. Eaton, American Association of Oil Burner Manufacturers; Donald Tulloch, Jr., secretary, Asbestos Paper Manufacturers Association; A. B. Martin, Boiler Manufacturers' Association; Earl Schultz, past president, National Building Owners' and Managers' Association; J. C. Peebles, Armour Institute of Technology; H. W. Whitten, manufacturer of weatherstrips, and the chairman of the Heat Transmission Committee. (The Heat Transmission Committee comprises engineers who represent the American Institute of Architects and Society of Heating and Ventilating Engineers, as well as manufacturers' associations representing the lumber, brick, concrete, lime, gypsum and hollow tile industries.)

Mr. Clyde A. Mann, of Chicago, addressed the last meeting of the Asbestos Paper Manufacturers' Association, and much enthusiasm regarding the proposed plan was evidenced. It is intended that the program of the conference shall include discussion of co-operative encouragement of the use of asbestos as an essential factor in the financing of building operations.

"Building bonds and other methods of financing building have failed to recognize the importance of fuel conservation," said Mr. Mann. "Billions of dollars have been invested in apartment and other construction in which the percentage of covered

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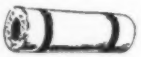
pipes was small. One of the first activities of the Better Building Registry when it is fully financed will be to change the fashion as quickly as possible in the financing of buildings in such a way that specifications will not fail to include proper pipe covering and other means of fuel conservation. The importance of this is shown by the chart recently published by Better Building Registry from Chicago headquarters and distributed by several members of the Asbestos Paper Manufacturers' Association to show the saving in tons of coal and in dollars resulting from proper pipe covering. Besides the charts the registry will furnish manufacturers and dealers with several kinds of "Better Building Merchandisers" which will give the facts about fuel conservation by pipe covering."

It is understood that the National Board of Underwriters, National Association of Real Estate Boards, National Conference of Building Commissioners, National Research Council and several other important organizations will be represented at the conference, together with manufacturers of lumber, brick, gypsum, cement, glass, weatherstrips, boilers, hot water furnaces, as well as architects and engineers.



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ASBESTOS BRAKE LINES

SIMPLIFICATION

An effort to reduce the present large number of asbestos brake lining sizes is being made by the Division of Simplifications, Department of Commerce, Society of Automotive Engineers and the Asbestos Brake Lining Association.

As manufacturers of asbestos brake lining know, at the present time there are more than 100 different sizes now being made. The A. B. L. A. has presented a tentative list of 28 sizes suggested as standard which has met with no objection, all interested agreeing that it is immaterial just what particular sizes are selected as standard providing that the number is substantially reduced.

Before proceeding to designate any particular sizes as standard, however, the committee that met at the Department of Commerce in December agreed that it would be well to ascertain the demand for the twenty-eight sizes, both for equipment and replacement purposes. It was the universal opinion that it would be well to have two sets of standard sizes, one for equipment purposes, taking into consideration present and future demands on the part of the manufacturers of automotive vehicles, and another set of standard sizes for replacement business, thus providing for the production of enough asbestos brake lining to cover vehicles now upon the market but whose sizes will become obsolete as the present cars are discarded, after which only the standard sizes for equipment purposes will be in use.

As the first step in the program for the simplification of asbestos brake linings, the gentlemen representing the various interests at the Washington conference requested the Asbestos Brake Lining Association to obtain, compile and submit figures showing the sales of all manufacturers of asbestos brake linings for the year 1924, both for equipment and replacement purposes, of the twenty-eight sizes recommended, as well as the total feet showing all sizes sold.

This information is now being compiled by the manufacturers who are members of the A. B. L. A. Letters and forms requesting these figures also have been sent to the manufacturers who are not members of the Association and it is hoped they will co-operate in this effort to reduce the number of sizes and thus lower manufacturing, distributing and handling costs of the manufacturers, jobbers and retail trade.

The questionnaires that have been sent to all genuine producers of asbestos brake lining enable manufacturers to forward their sales production figures for 1924 without even the Commissioner or the A. B. L. A. being able to tell their source. These blanks are not to be signed. they will be shown ONLY to the certified public accountants who compile the tabulations and

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only the total results will be made public The experts who will work on these figures have no connection with anyone in the industry except the Commissioner whose financial accounts they audit semi-annually.

All members of the A. B. L. A. furnished their sales figures for 1923 a year ago when for the first time in the history of the asbestos brake lining industry the manufacturers were able to get an idea of the total production of the membership. It is believed that some people have entered the industry recently because they believed the market for asbestos brake lining was greater than it actually is and if these concerns had the figures before them they might have hesitated ere venturing into a field that is already more than adequately covered and where the capacity of the factories is several times greater than the demand.

If the manufacturers of asbestos brake lining are interested in this movement to simplify the number of sizes; if they want to reduce their costs, and if they want information upon which to base their further plans, they will send their sales figures for 1924 to the Commissioner of the A. B. L. A.

Automobile Production

The Department of Commerce has just published the latest figures available on automobile production for 1924. We tabulate the figures below, and also give 1923 figures for comparative purposes:

	Passenger Cars and Trucks	
	1923	1924
January	243,561	324,425
February	276,960	376,187
March	355,087	393,246
April	382,763	384,086
May	394,217	321,258
June	378,618	253,849
July	328,121	270,614
August	345,315	283,576
September	327,556	295,240
October	365,194	293,171
November	313,024	232,079
December	303 244	209,347
Total	4,013,660	3,637,078

Of the 1923 total, 3,637,216 were passenger cars and 376 444 trucks; while in 1924, 3 261,682 were passenger cars and 375,396 were trucks.

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Asbestos Millboard
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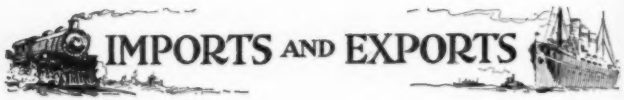
CANADA



Imports into the U S. A.

Unmanufactured Asbestos:

	November 1923		November 1924	
	Tons	Value	Tons	Value
Canada	17,648	$495,225	15,441	$417,777
England	...	...	4	1,544
Br. S. Africa	...	...	52	5,582
	17,648	$495,225	15,497	$424,903

The material coming from Canada during November 1924 (viz: 15,497 tons), consisted of 912 tons of crude, 4,876 tons mill fibre and 9,709 tons of lower grades.

The material from England and British South Africa was crude.

Manufactured Asbestos:

	November 1924	
	Pounds	Value
Yarn—		
England	113	$ 107
Fabrics, Woven—		
England	6,208	2,153
Packing, Not Fabric—		
Austria	30,561	6,364
France	40	36
Shingles, Slate, Wood and Lbr.—		
Belgium	193,632	2,694
Canada	275	61
Other Manufactures—		
Belgium	1,163,827	18,998
France	1,703	940
Germany	60	60
Italy	750	11
Netherlands	32,712	750
England	2,262	1,831
Canada	547	46
	1,432,690	$34,051

Exports from U. S. A.

Exports of unmanufactured asbestos for the month of November, 1924, amounted to 96 tons, valued at $9,435. During November 1923, exports of unmanufactured asbestos amounted to 102 tons, valued at $17,466.

Exports of manufactured asbestos goods:

	November 1923		November 1924	
	Pounds	Value	Pounds	Value
Paper, mlbd. & rlbd.	244,486	$13,058	212,402	$10,906
Pipe Covg. & Cement	444,032	36,443	428,109	31,695
Textiles, Yarn & Pkg.	63,505	44,831	76,799	52,643
Magnesia & Mfrs. of	394,620	29,269	239,752	18,411
Asbestos Roofing	5,868 sqs.	30,007	3,617 sqs.	26,168
Other Manufactures	292,048	71,336	241,468	56,287

Exports from Canada (Raw Asbestos).

	October 1923		October 1924	
	Tons	Value	Tons	Value
United Kingdom	125	$ 16,375	667	$ 29,910
United States	11,752	502,425	5,655	310,602
Australia	50	3,000	100	5,910
Austria	...	....	...	....
Belgium	437	23,627	20	3,000
France	386	33,388	790	74,975
Germany	160	19,000	694	66,410
Italy	28	9,150	55	2,675
Japan	245	12,388	1,317	70,150
Netherlands	...	....	33	1,650
Other Countries	...	....	..	....
	13,183	$619,353	9,331	$565,282
Sand and Waste—				
United Kingdom	123	2,295	297	5,147
United States	7,741	95,035	11,381	142,385
Belgium	...	....	...	....
France	...	....	65	1,215
Germany	...	....	110	1,900
Other Countries	1	19	...	....
	7,865	$97,349	11,853	$150,647
Grand Total	21,048	$716,602	21,184	$715,929

	November 1923		November 1924	
	Tons	Value	Tons	Value
United Kingdom	272	$ 24,530	1,283	$ 69,905
United States	11,079	450,446	6,480	344,347
Australia	40	1,950	3	210
Austria	...	....	...	....
Belgium	872	43,975	270	12,250
Denmark	110	7,700	...	....
France	140	25,525	162	16,435
Germany	439	33,660	1,663	122,260
Italy	20	4,650	207	12,370
Japan	280	12,370	471	18,905
Netherlands	...	....	545	40,460
Other Countries	...	....	...	....
	13,261	$604,806	11,084	$637,142

Sand and Waste—				
United Kingdom	45	$ 675	550	$ 9,569
United States	6,796	78,438	10,735	134,729
Belgium	166	2,720	...	....
France	...	....	30	600
Germany	60	900	420	8,100
Other Countries	2	36	215	3,550
	7,069	$82,769	11,950	$156,548
Grand Total	20,330	$687,575	23,034	$793,690

Imports and Exports by England.

Imports of raw material for November 1924, compared with those for November 1923:

	November 1923		November 1924	
	Tons	Value	Tons	Value
From Rhodesia	1,126	£36,086	589	£19,100
From Canada	274	5,861	1,354	18,460
From Other Countries ...	254	7,417	73	1,752
	1,654	£49,364	2,016	£39,312
Re-exports	375	11,427	293	10,154

Exports of manufactured asbestos materials, during November 1924, compared with those for November 1923:

	November 1923		November 1924	
	Tons	Value	Tons	Value
To Netherlands	37	£ 3,819	39	£ 3,134
To France	26	10,180	61	14,828
To U. S. A.	14	7,100	3	1,252
To British India	72	6,774	80	5,981
To Other Countries	1,056	53,141	854	51,917
	1,205	£81,014	1,037	£77,112

Exports from Cyprus, 1924

	Tons (2000 lbs.)	Value
Austria	500	£10,000
Belgium	1338	23,192
England	492	6,448
France	438	6,665
Germany	168	2,869
Holland	90	720
Italy	1003	18,407
Spain	252	3,089
Switzerland	15	300
Other Countries	41	438
	4337	£72,128

It isn't necessarily the right road because it is well beaten.

PRODUCTION STATISTICS

Rhodesia.[1]

	October Tons	1924 Value
Bulawayo District—		
Nil Desperandum (Afr. Asb. Min. Co., Ltd.)	180	£ 2,165
Pangani (J. S. Hancock)	44	508
Shabani (Rho. & Gen. Asb. Corp., Ltd.)	681	17,028
Victoria District—		
D. S. O. (G. King)	15	135
King (Rho. & Gen. Asb. Corp., Ltd.)	742	14,833
Gath's (Rho. & Gen. Asb. Corp., Ltd.)	483	12,087
	2,145	£46,756

During October 1923, 2,352 tons were produced, valued at £146,345.

Union of South Africa.[2]

	October Tons	1924 Value
Transvaal	274	£5,001
Cape Colony	251	3,191
	525	£8,192

Shipments for the corresponding period in 1923 amounted to 557 tons, valued at £8,534.

Canada.

The production of asbestos in Canada during 1924 is estimated to be 220,000 tons, valued at $7,200,000. ,

Actual figures for shipments during 1924 from both Thetford Mines and Black Lake total 107,289 tons, divided as follows: Crude, 4,112 tons; Fibre, 64,086½ tons; sand, 39,091 tons.

Detailed information as compiled by the Department of Mines of the Province of Quebec is not yet available.

1. Figures published by Rhodesia Chamber of Mines.
2. Figures published by Department of Mines and Industries.

NEWS OF THE INDUSTRY

Birthdays. Mr. John F. Green, mention of whom has been made in our pages at various times, as a conductor of certain experiments on Asbestos Fibres, is supposed to have a birthday on the 29th of February. Mr. Green is 85 years old, but claims that since he has seen only twenty birthdays he cannot feel, or be classed as "old." We extend our congratulations and best wishes to Mr. Green.

Asbestos Shingle, Slate & Sheathing Co., of Cincinnati, Ohio, on January 1st, 1925, moved to larger and more commodious quarters at 19 E. Central Parkway. They were formerly located at 528 Main Street. At their new location they have combined their office and warehouse believing that such combination will enable them to render more efficient service to their customers.

Goodyear Tire & Rubber Company, of Akron, O., recently took over radio station WJAX of the Union Trust Company, Cleveland, and will broadcast its own programs therefrom. It is intended to move the apparatus to Akron at a later date and develop the station into a powerful broadcasting unit. It is rumored that the entrance of the Goodyear Company into the broadcasting field is the forerunner of the manufacturing of radio parts by that Company.

The Commercial Asbestos Company, of Huntingdon, Ind., of which company R. J. Evans, a man well known to our readers, is General Manager, has changed its name to the Asbestos Manufacturing Company, thus eliminating the rather cumbersome "Commercial" which had no real significance. The Asbestos Manufacturing Company has acquired a very fine plant at Huntingdon, photograph of which will be published in our pages at an early date.

The Allbestos Corporation. In the January number, attention was called to the fact that the Manufacturers' Casualty Insurance Company of Philadelphia, allows a reduction in insursurance premiums on automobiles equipped with Allbestos Brake Lining, but thru a printer's error the name of the manufacturing company was given as the Asbestos Corporation. It should have been **Allbestos** Corporation. This Company has recently sent out to its customers a card containing verses entitled "Brakes." Copy of the card can be obtained by addressing the Allbestos Corporation, Logan, Philadelphia.

Cresswell's Limited, Bradford England, on November 8th, with the permission if the Registrar of Joint Stock Companies, reverted to its previous style and title of Cresswell's Asbestos Company, Limited. There is no change whatever in the constitution, directorship or management of the Company, nor in its productions, agencies, etc.

Blue Asbestos, is the title of a brief article appearing in the December 23rd issue of the Canadian Textile Journal, and dis-

cusses specifically "The Value of High-Grade Boiler and Pipe Coverings."

G. D. Crabbs, President of the Philip Carey Company, Cincinnati, was given a royal celebration on Wednesday, January 21st, on the occasion of his birthday. The executives and department heads of the Philip Carey Company planned the good time without the knowledge of Mr. Crabbs, who was thoroly surprised when at noon on the date mentioned, upon going to the Carey Company's lunch room connected with their plant and offices, he found the room transformed by beautiful decorations, into a banquet hall, and members of his organization, including out of town branch managers, ready to greet him with enthusiastic congratulations. After the banquet, and entertainment by professional entertainers and an orchestra, the chairs were pushed back and a dance held for all members of the Carey organization from messenger boys to the President himself, who danced, so we are told, quite as enthusiastically as the rest of them.

British Asbestos Co., Limited. Mr. George Duckworth, who has been associated with the British Asbestos Company, Limited, for about thirty-five years, has retired from their service, and, it is reported, will trade on his own account.

The Pennington Asbestos Company, East Thetford, P. Q., Canada, has recently gone into liquidation. It is reported that the liabilities total about $1,500,000.

The Kar Asbestos and Rubber Co., of 24 Robertson Street, Glasgow, of which D. W. Cunningham and T. G. Brown were sole partners, has been dissolved at December 31st, 1924, according to our contemporary the India Rubber Journal. Mr. Brown has taken over the business.

The Philip Carey Company of Cincinnati, O., has recently established a Philadelphia Branch Office at 22nd and Westmoreland Streets. This branch will cover the eastern part of Pennsylvania, all of New Jersey, Delaware and the eastern shore of Maryland. A large warehouse is connected with the office at the address given, the warehouse having a capacity of from fifty to sixty carloads of material. The District Manager is W. L. Cremers, and ten salesmen will work out of this new Branch. The Carey line covers practically everything manufactured of Asbestos, and the branch will do both insulation and roofing contract work.

British Asbestos & Belting Company. It is reported that the British Asbestos Company of 132 Commercial Street, London, E. 1, has been absorbed by the Scandinavian Belting Company whose principal factory is at Cleckheaton, Yorkshire, and who specialize in beltings and brake lining. Originally the British Asbestos Company was connected with the Italo Russo S. A. I. of Turin. The new London Branch of the Scandinavian Belting Company will be known as the British Asbestos and Belting Company.

Asbestos Corporation of Canada on January 29th, resumed dividends on their common stock, a dividend of 2% having been declared, payable February 15th, to stockholders of record Feb-

ruary 1st. The last previous dividend on the common stock was 1% paid in October, 1923.

The Pioneer Insulation and Roofing Company was organized in July, 1924, by Ray Hoppius and Fred B. Mittelberg, for the purpose of doing a general sales and contracting business in the Asbestos and Roofing line. The address is 307 Wainwright Bldg., St. Louis, Mo.

Both of these gentlemen have been actively connected with the insulation and roofing trade for the past twenty years, Mr. Hoppius having been connected with the J. L. Krez Mfg. Company, the Keasbey & Mattison Company and R. V. Aycock Company, all of St. Louis. Mr. Mittelberg was connected with J. L. Krez Company and Johns-Manville, Inc. Both gentlemen are St. Louisans by birth and are well known among the steam fitting and plumbing trade, industrial and power plants, architects and general contractors.

The United States Asbestos Co., Manheim, Pa., at its annual meeting held on January 15th, elected the following directors for the year 1925. S. R. Zimmerman, of Lancaster; Wm. R. Haggart, of Philadelphia; H. M .Green, of Mont Clair, N. J.; S. R. Slaymaker, of Lancaster; George R. Weber, of Lancaster; John A. Coyle, of Lancaster.

At a meeting of the Board, held in Philadelphia on January 23rd, the following officers were elected: S. R. Zimmerman, President; Wm. R. Haggart, Vice President; H. M. Greene, Vice President; George R. Weber, Treasurer; John A. Coyle, Secretary; S. R. Slaymaker, Chairman of the Board of Directors.

The Tampa Asbestos Co. has recently been incorporated with a capital of $25,000., with offices at 2204 7th Avenue, Tampa, Fla. The officers and Directors are: President, J. F. Senour (President Senour Hardware Co.); Vice President, S. M. Regar (Proprietor Regar Machinery Co.); Treasurer, J. B. Hardin (Proprietor Hardin Hardware Co.); Secretary, J. W. Barber (Engineer); O. F. Bender, J. Piffath and J. J. DeGuenther.

The Company will for the present confine its activities to the manufacture of Engine Packings (by machine), Pump Packings, Boiler Gaskets, Brake Lining, Roofing Cement and Asbestos Cement. It will buy its Asbestos Textiles. The shop equipment is now installed and the plant will soon be in operation.

The Asbestos Fibre Spinning Company at its recent annual meeting elected the following officers: President, W. H. Huber, M. D.; Treasurer, George Schafenacker, Jr.; Secretary, George W. Gerding.

The L. M. Crawford Asbestos Company of Denver, Colo., had an attractive exhibit at Colorado's Fourth Annual Industrial Exposition and Radio Show, held during the week of January 26th, at Denver.

Nederlandsche Asbest My.

Importers of Asbestos
Crudes and Fibres

ROTTERDAM - HOLLAND

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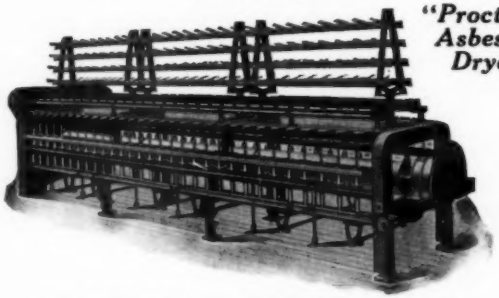
"Proctor" Asbestos Dryers



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PATENTS

Method of and Machine for producing Cops of Asbestos Roving. No. 1,520,917. Granted on December 30th, to Edwin E. Waite, Framingham, Mass. Filed April 6, 1923. Serial No. 550,217.

Described as the method of forming a package of roving of fibre which comprises arranging a plurality of rovings in side by side relation, to form a flat strand and then winding the strand in crossed helices into a cop while maintaining the strand substantially flat.

Cop of Roving. No. 1,520,918. Granted on December 30th, to Edwin E. Waite, Framingham, Mass. Original Application April 6, 1922. Serial No. 550,217. This application filed Feb. 12, 1923. Serial No. 618,752.

Described as a package of rovings comprising a flat strand, composed of a plurality of rovings of short fibre Asbestos, arranged side by side and wound in crossed helices into a cop, the individual rovings being too weak for satisfactory manipulation.

Semi-refractory Heat Insulatng Material and Method of Making Same. No. 1,520,893. Granted on December 30th to Clark S. Teitsworth, Lompoc, Calif. Assignor to Celite Company, Los Angeles, Calif. Filed Dec. 1, 1923. Serial No. 678,030.

Described as the method of making a heat insulation composition which consists in subjecting a mixture comprising diatomaceous earth and lime to the action of a heat and agitation in the presence of water, then molding the mixture to desired shape and subjecting the molded material to the action of steam at substantial atmospheric pressure to indurate the material, and subjecting the indurated material to a drying operation.

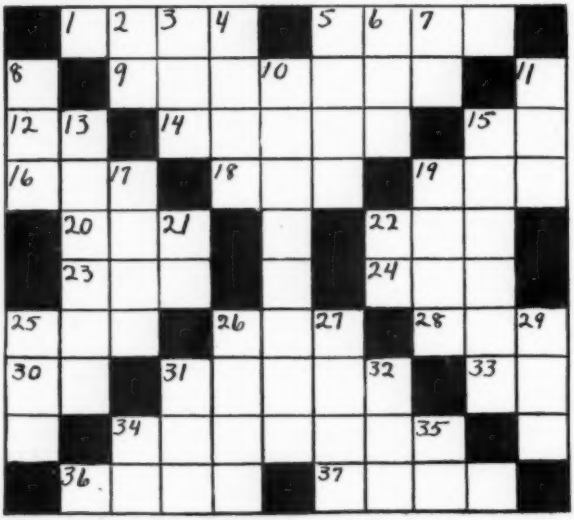
Flat Gasket and Process of Making Same. No. 1,521,603. Granted on January 6th, to Walter M. DeWitt, Somerville, N. J., assignor to Johns-Manville, Inc. Filed Dec. 19, 1922. Serial No. 607,920.

Described as the process of forming flat gaskets which comprise the following steps forming a sheet composed of fibre, suitable pulverized filling material and cementing material, winding said sheet upon itself around a mandril while its surfaces are in an adhesive condition, so that superposed coils may merge in an integral, homogeneous mass and finally cutting the cylinder so formed into ring sections to produce gaskets of the desired thickness.

Insulating Material. No. 1,523,702. Granted on January 13th, to William J. Moeller and Henry J. Kabbes, Wyoming, O. Filed March 3, 1922. Serial No. 540,878.

Described as an insulating element formed of a plurality of plies of embossed mineral paper having independently of said embossing irregular ridges on one surface and indentations on the opposite face thereof and spaced apart, means for holding same together.

Asbestos Cross Word Puzzle



Prepared by L. B. Scott, of Consolidated Asbestos Limited, Montreal, Canada.

HORIZONTAL

1. A precious stone
5. One of Kipling's heroes (Possessive)
9. An incombustible mineral (Fr.)
12. Time before Christian era
14. Others
15. A musical term
16. Wrath
18. The emancipator
19. Obtained in No. 12 (Also a machine)
20. A vase

VERTICAL

2. Parent
3. Soul (Fr.)
4. A girl's name
5. Part of the body
6. Pronoun neuter (Possessive)
7. Objective case of I
8. Name of Japanese town
10. A hydrous silicate of magnesia
11. Part of a testing machine
13. Grade of Asbestos
15. Subdivision of asbestos grades
17. Where New York policemen come from

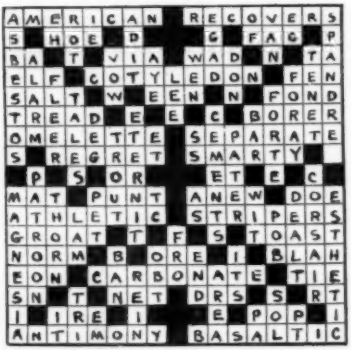
HORIZONTAL

22. Indigenous to England not found in the U. S. A.
23. Excavate
24. Used to propel a boat
25. A mountain summit
26. Greek Goddess
28. Encounter
30. In like manner
31. Found at both poles.
33. For this reason
34. Used in some religious services
36. Small particle
37. Carbon

VERTICAL

19. An island
21. Worthless (Abbr.)
22. A river in Italy
25. A container for Asbestos
26. A Queen of England
27. Mutton
29. A measure used by Miners
31. Fixed
32. A sign sometimes seen outside theatres
34. Partnership
35. In like manner

ANSWER TO JANUARY PUZZLE



When this issue reaches our European subscribers, we wish each one of them would send us specimens of their printed matter concerning the products they manufacture.

"ASBESTOS" is making a collection of advertising literature distributed by each and every asbestos manufacturer and we wish this to be as complete as possible.

THOMAS ROSE

Just as we go to press we learn of the sudden death from heart disease of Thomas Rose, of Ambler, Pa. Mr. Rose collapsed in a trolley car at 9th and Market streets, Philadelphia, on Wednesday, February 11, and died in an ambulance on the way to the Jefferson Hospital.

Mr. Rose some years ago was superintendent of the Keasbey and Mattison Company's plant at Ambler. Laterly he had been doing engineering work in the asbestos line.

BUYERS CLASSIFIED INDEX

Being a listing of those firms whose products are of particular interest to those in the Asbestos Industry.
Rate for listing supplied on application.
We hope to gradually make this listing of great value to our readers.

ASBESTOS TEXTILE MACHINES

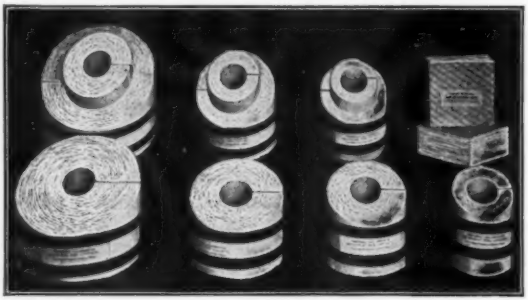
WHITIN MACHINE WORKS, Whitinsville, Mass.

IMPERIAL ALL ASBESTOS COVERING

Wire Stitched with Water Proof Jacket for outside work

IMPERIAL ALL ASBESTOS COVERING

Wire Stitched—Canvass Jacket—Metal Banded
For High Pressure and Superheated Steam Lines



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Will not loosen nor crumble from vibration.

Can be removed and replaced without injury.

Will not Sag on Pipes. Strong and Flexible.

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THETFORD MINES, ROBERTSONVILLE and COLERAINE, PROVINCE of QUEBEC, CANADA